

## Flexibility Gateway for enabling New Business Models in Flexible Energy

Extracting value in volume from Energy Flexibility is challenging. The Flexibility Gateway Concept allows all parties and technologies to grow their potential in a neutral and cost reducing way creating a Win-Win-Win model for all the parties involved.

## The Flexibility Gateway enables distributed value

The new energy system is scattered. We are moving away from the centralized energy distribution system to a system where resources are distributed and heterogeneous. This paradigm change creates challenges, such as making relevant

PS
VS
VC
MP
C
MP
C
Physical network connection
Contractual relationship
Blue circles indicate energy flow: Production (P),
Consumption (C), Storage (S), Vehicle Storage (VS),
Veh. consumption (VC)

Orange circles indicate market entities:
Prosumer (PS), Supplier (S), Market (M), Transmission (T),
Production (P), Distribution (D), Microgrid (MG),
Metering Point (MP), Vehicle (V)

market volumes harder to achieve and requiring lower unit costs for control and management functions. Standards are slow to emerge and new technologies continue to change.

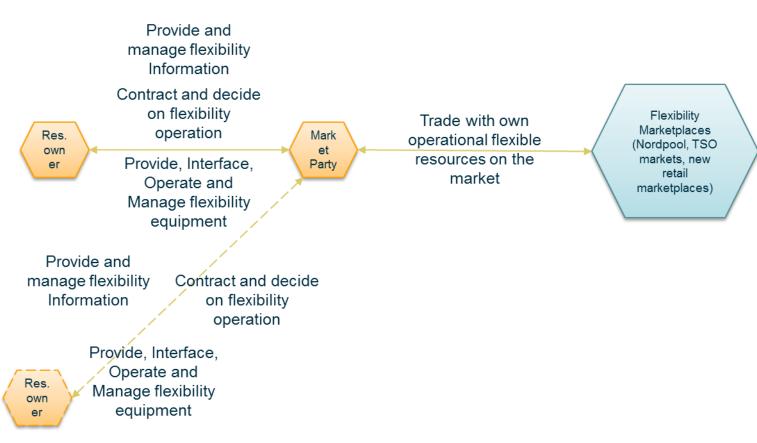
The Flexibility Gateway is a technical solution that solves the transitional challenges brought forward by the paradigm shift. It enables easy and transparent flexibility management in the new energy system by interested parties without closing or taking over market opportunities. The Flexibility Gateway reduces the need for costly point to point integration between various systems and market parties while allowing new value propositions to develop in the market environment.

## A Business model that enables scaling for businesses

The Flexibility Gateway builds a natural chain of operation for distributed resources between owners, hardware providers, service providers, DSOs, market parties and of course the market itself. This enables a business ecosystem where all the market parties are in a position where their own new value creation can flourish, develop and scale.

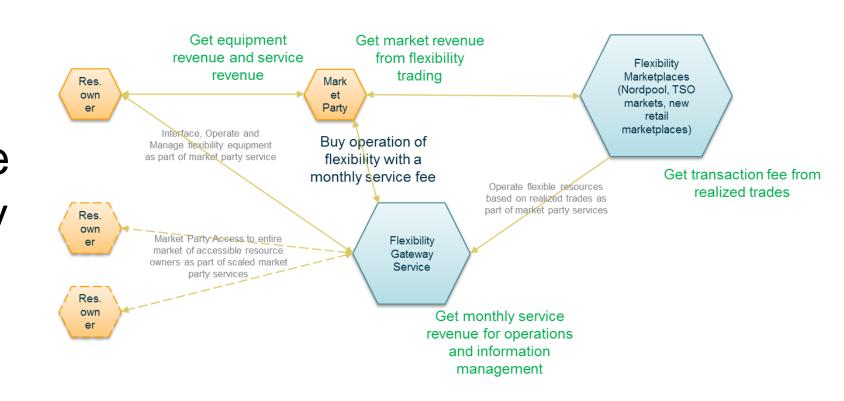
One of the main principles of the Flexibility Gateway is that it enables trading with flexibility between market parties on external markets, while the gateway itself merely acts as an enabler of this activity by unifying the technical flexibility operations into a scalable interface regardless of technology choices between the parties in the flexibility ecosystem.

In a traditional flexibility based business model different market parties implement all the parts of the ecosystem by themselves in a greenfield manner.



This means managing flexibility information, contracting and operating the resources and above all building system integrations between different systems, while at the same time taking care that the solutions built are in accordance with the changing regulations

The business model that the Flexibility
Gateway offers for the parties in the flexibility ecosystem allows growth for all market parties by letting



different market parties in the ecosystem concentrate on their core know-how. This means that the Flexibility Gateway takes over the responsibility of building interfaces to the myriad of technological solutions present for controlling resources, while at the same time developing the platform in accordance with changing regulatory requirements and newest technology development trends.

The Flexibility Gateway business model creates an ecosystem where business opportunities between parties can naturally emerge without depending on the technological constraints of resource control system differences.

For more information, please kindly contact: Olli Huotari, olli.huotari@empower.fi
Jan Segerstam, jan.segerstam@empower.fi

